

Table D
2004 Utah Market Share Report
OCEAN MARINE

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	Foremost Ins Co	13.11%	\$591,285
2	Markel American Ins Co	11.54%	\$520,573
3	XL Specialty Ins Co	8.41%	\$379,298
4	Affiliated Fm Ins Co	7.97%	\$359,618
5	Liberty Ins Underwriters Inc	7.96%	\$359,072
6	St Paul Fire & Marine Ins Co	5.93%	\$267,461
7	American Reliable Ins Co	5.15%	\$232,233
8	New York Marine & Gnrl Ins Co	4.13%	\$186,379
9	Ace American Ins Co	3.34%	\$150,718
10	Federal Ins Co	3.12%	\$140,868
11	Firemans Fund Ins Co	3.08%	\$138,974
12	Standard Fire Ins Co	2.58%	\$116,138
13	Continental Cas Co	2.48%	\$111,985
14	Zurich American Ins Co	2.44%	\$110,031
15	Old United Cas Co	2.26%	\$101,763
16	United Services Auto Assoc	2.21%	\$99,544
17	Insurance Co Of North Amer	1.67%	\$75,374
18	Northern Ins Co Of NY	1.40%	\$63,042
19	Continental Ins Co	1.09%	\$48,975
20	OneBeacon America Ins Co	<u>1.06%</u>	<u>\$47,954</u>
TOTAL FOR TOP 20 RANKED INSURERS		90.94%	\$4,101,285
TOTAL FOR ALL 60 INSURERS WRITING THIS LINE		100.00%	\$4,509,673